

Getinge – Passion for Life

Investor Relations Deck

January 2026

GETINGE 



We make **life-saving technology** accessible for more people

Key facts

1904

Founded in Getinge,
Sweden

35
BSEK

Net sales 2025

85%

85% of sales go to
hospitals, 15% to
pharma & research

Approx. 30,000

Customers
in >135 countries

Gothenburg

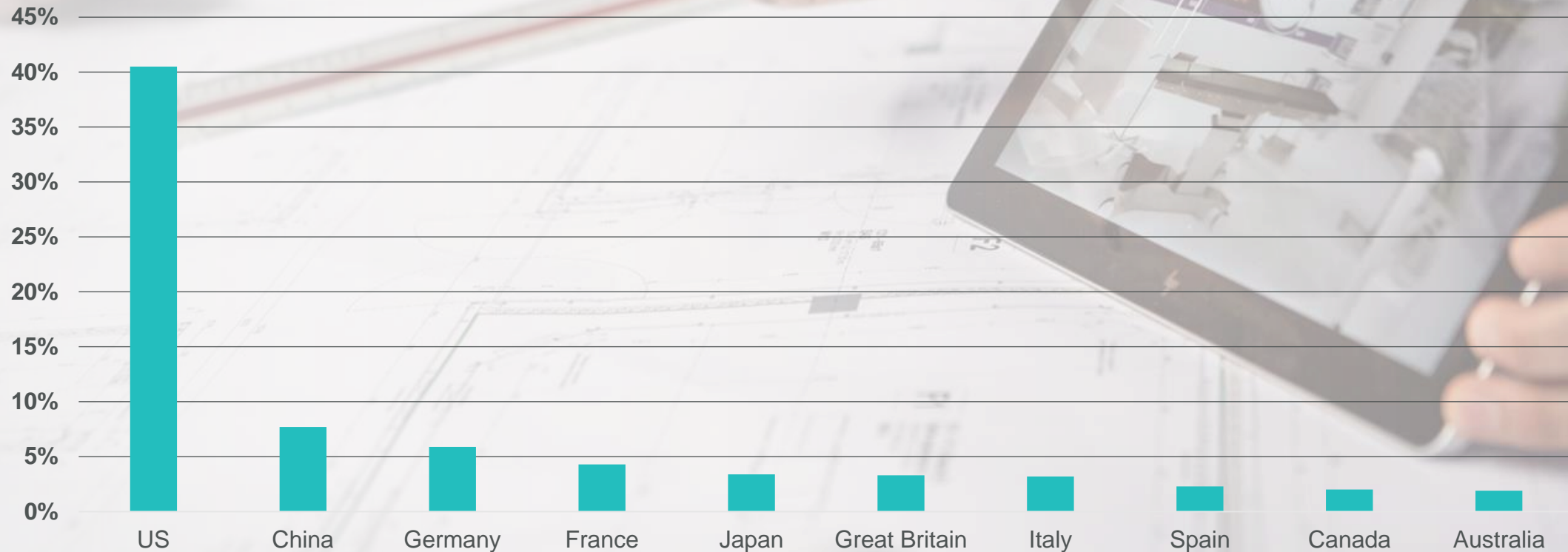
HQ located in
Sweden

Approx. 12,000

Co-workers
worldwide

Top 10 markets

Representing about 75% of total sales in 2025



Making a difference

All people and societies need access to best possible care

18 million people die each year from **cardiovascular diseases**, making it the number 1 cause of death globally.*

Hundreds of millions of people are affected by health care acquired infections (HAI) each year.*

In the U.S. alone, **more than 100,000 people** are waiting for lifesaving organ transplants.

* www.who.int



Empowering our customers with knowledge, technology and resources

Intensive
Care

Cardiovascular
Procedures

Operating
Rooms

Sterile
Reprocessing

Life
Science

We are working together with our customers within five areas to improve clinical and economic results

Intensive Care

Aiming to improve clinical outcomes and reduce length of stay

Innovative and sustainable life supporting solutions for patients with acute medical conditions, post-operative patients and for neonates.

Offering include:

- ICU & NICU ventilation
- Extracorporeal life support
- Advanced monitoring
- Intra-aortic counterpulsation
- Transplant care
- Pendants
- Device Lifecycle Management



Cardiovascular Procedures

Therapies supporting faster recoveries and less risk of complications

Cardiovascular therapies and solutions that aim to enable more effective interventions, where patients experience better outcomes and faster recovery, today and in the future.

Offering include:

- Covered stents
- Vascular grafts
- Intra-aortic counter pulsation
- Anesthesia machines
- Endoscopic vessel harvesting
- Beating heart surgery
- Thoracic drainage
- Device lifecycle management



Operating Rooms

Bringing the most out of the operating room

Therapies and equipment ensuring that surgical procedures go according to plan for everyone involved, and that operating rooms are consistently used to its full capacity.

Offering include:

- Architectural planning and service solutions
- Operating tables
- Operating lights
- Anesthesia machines
- Digital OR solutions for integration & management
- Ceiling supply units
- Device Lifecycle Management

Sterile Reprocessing

Enabling sterilized surgical instruments on time, for each procedure

Optimizing sterile reprocessing is about timing and control, to prevent infections and keep surgical procedures on time.

Offering include:

- Sterilizers
- Washer-disinfectors
- Low-temp sterilization
- Consumables
- Sterile supply management solutions
- Endoscopy equipment
- Workflow offering
- Architectural planning and service solutions
- Device lifecycle management



Life Science

Preventing contamination in research and production

From research laboratories to pharmaceutical production, we support every step of your journey. With focus on contamination prevention and upstream bioprocessing, we provide tailored solutions to scientists and engineers who are dedicated to preventing, mitigating and curing diseases.

Offering include:

- Bioreactor systems
- Aseptic transfer systems
- CGMP washers and sterilizers
- Lab washers and sterilizers
- Isolators
- Closure processing systems
- Device Lifecycle Management



Digital Health Solutions

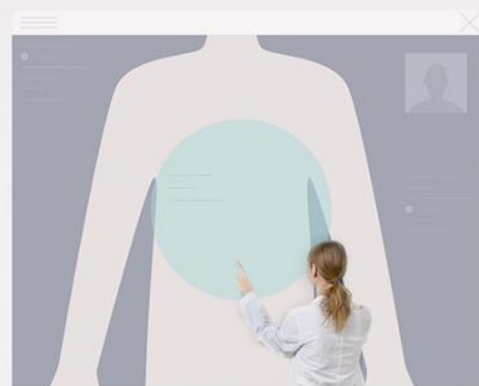
Digital Health Solutions

Simplifying life for hospital staff

Contributing to better working conditions while optimizing workflows through advanced technology (e.g., AI, BI, Automation) and connected devices/equipment.



INSIGHT Patient Flow Management
Healthcare. In harmony.



Tegris OR Integration
Crystal-clear vision



Torin OR Management
Your sixth sense



T-DOC Sterile Supply Management
360-degree perception. To the smallest detail.

Sustainability



Sustainability is an integral part of our strategy as we want to shape a future where healthcare is better, efficient and accessible.

‘Quality and Responsible Business’ together with ‘Engaged Employees’ form the backbone of the sustainability approach. ‘Sustainable innovations for better health’ is the driving force and leads the way to spearhead Getinge’s sustainability work.

Committed to net zero emissions by 2050

Science Based Targets initiative (SBTi) approved



(Reduction of emissions excluding offsetting)

* All scope 1 & 2 emissions including leased assets (company vehicles), other greenhouse gases such as anesthesia used in production and energy used in non-production premises such as office buildings

** Reduction vs. baseline 2021

*** Net zero means reducing our (scope 1, 2 & 3) emissions by >90% in 2050 vs baseline 2021 and balance remaining 10% by removals

Where our solutions come to life

Production sites around the world

23 production sites in 9 countries



United States

Englewood, Mahwah,
Merrimack, Wayne,
Fraser, Smithfield

Germany

Hechingen, Rastatt,
Feldkirchen

France

Ardon, La Ciotat,
Tournefeuille, Vendôme,
Grenoble, Bobigny

Sweden

Solna, Växjö, Getinge

Poland

Poznan

Turkey

Antalya

United Kingdom

Derby

The Netherlands

Delft

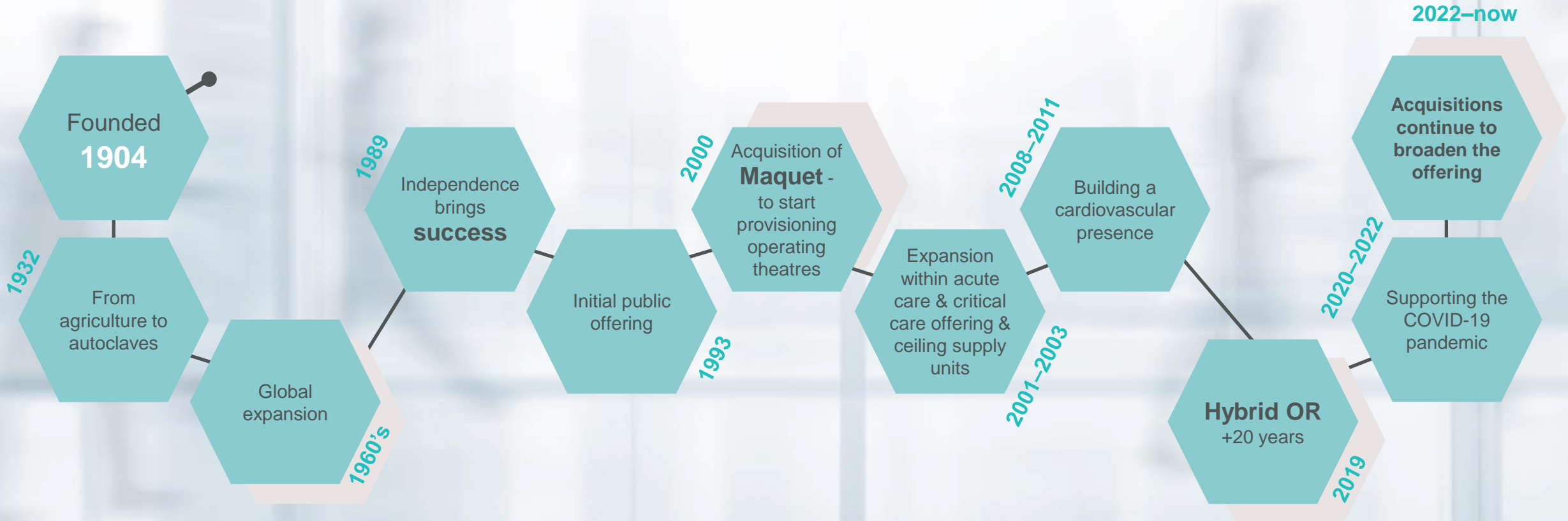
China

Suzhou

Our history

This is Getinge

Making life-saving technology accessible for more people



Our organization

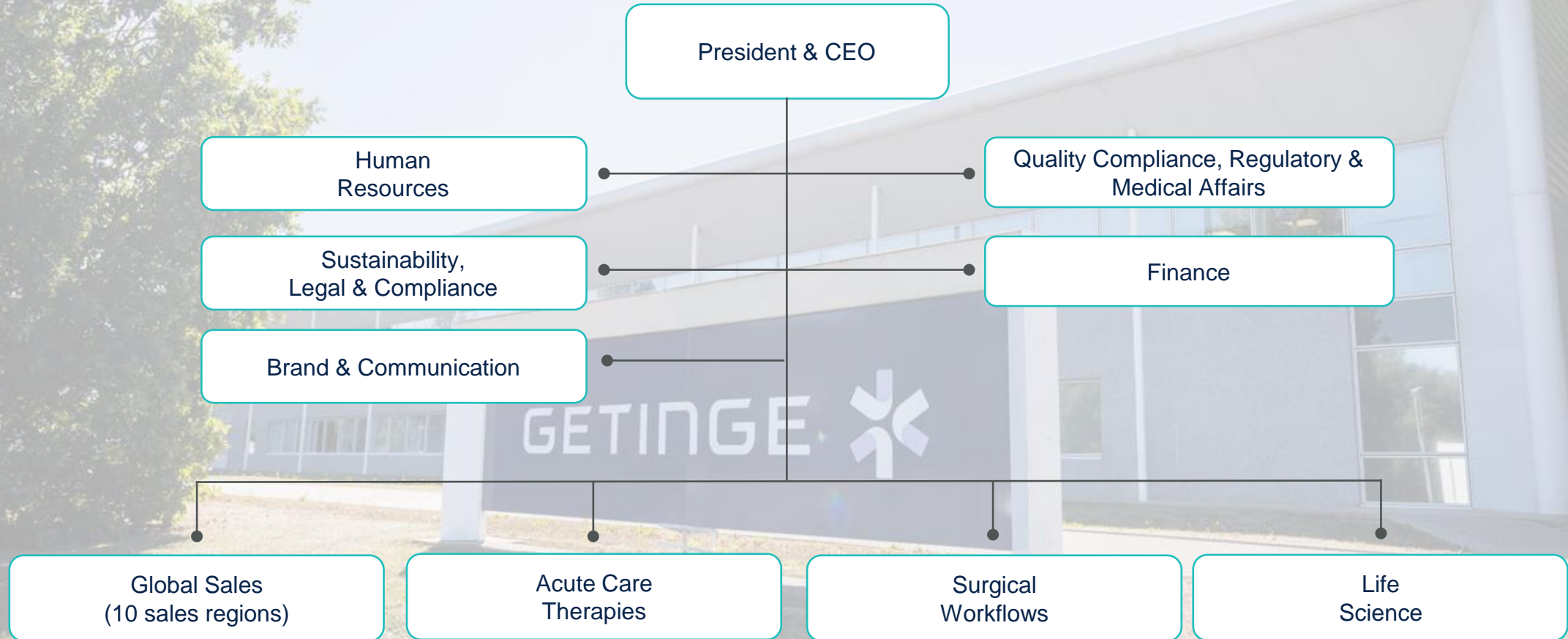
Approx. 12,000 co-workers

of which...

- **1,000** work in Research & Development
- **1,500** work with field sales
- **1,900** work with field service
- **2,800** work in production
- **4,700** work in supporting functions



Our organization



Getinge Executive Team



Extract - Latest Capital Market Update

May 2024

Getinge's expected growth as normalization takes place

2024-2028

Projected organic growth in net sales 2024-2028

- 3-6%

Key factors in projection

- Negative financial impact from Cardiopulmonary and Cardiac Assist
- Normalization in mix towards high margin products in Life Science and Surgical Workflows
- Inflation continuing to normalize
- China's expected growth expected to still be strong, but rather high single digits than mid-teens
- Productivity focus (Quality Value engineering, Portfolio pruning, Consolidation of supplier base etc.)

Additional growth potential from acquisitions

- Selective areas – strategic fit and appropriate risk profile
- Financial restrictions: aim to be below 2.5x Net Debt/EBITDA

Acute Care Therapies

Challenges still impacting – expecting continued negative effects

Projected organic growth in net sales 2024-2028

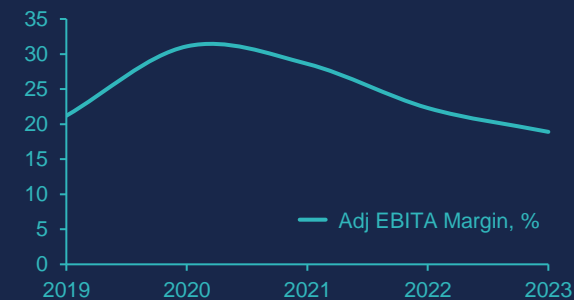
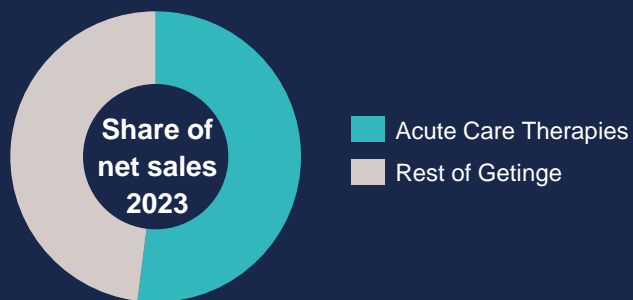
- 3-5%

Key factors in projection

- Product challenges in Cardiac Assist and Cardiopulmonary in US impacting negatively in 2024-2028 (as presented previously)
- Consolidation in ventilator market
- US and China remain our two largest markets
- New product launches from successful innovation and indication/therapy expansions

In addition: potential growth from acquisitions

- Focus on Acute Heart & Lung Support segment



Growth projection assumes current quality challenges are solved according to plan and no new major issues evolve from ongoing remediation and launches of related hardware

Life Science

Biopharma segment expected to bottom out in 2024-2025

Projected organic growth in net sales 2024-2028

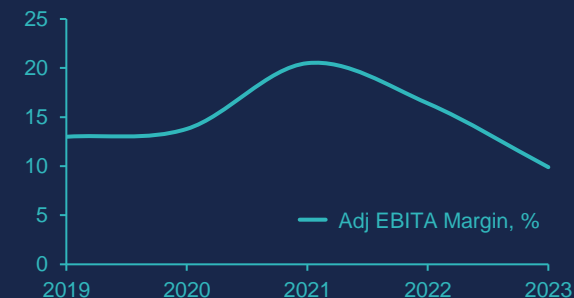
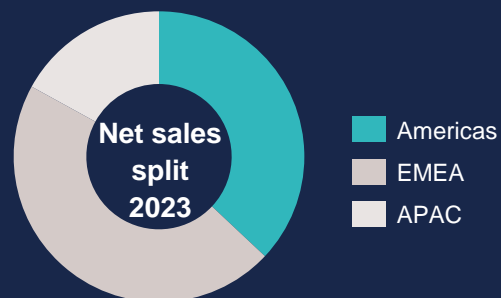
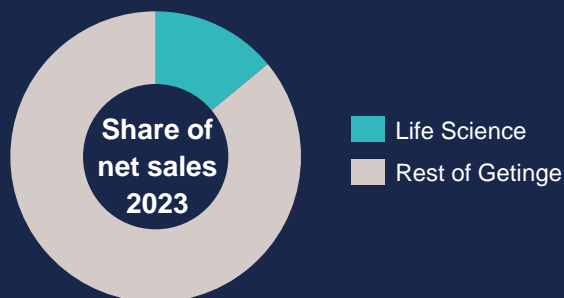
- 6-10%

Key factors in projection

- Low to mid-teen growth in Biopharma
- GLP-1 supporting healthy capital goods business
- Uncertainty when it comes to China
- Continued partnerships with key Biopharma companies and their expansion plans

In addition: potential growth from acquisitions

- Focus on Bioprocessing, mainly US



Surgical Workflows

Main growth opportunities in consumables, new segments and digital solutions

Projected organic growth in net sales 2024-2028

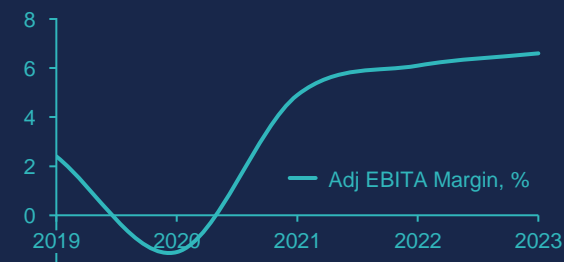
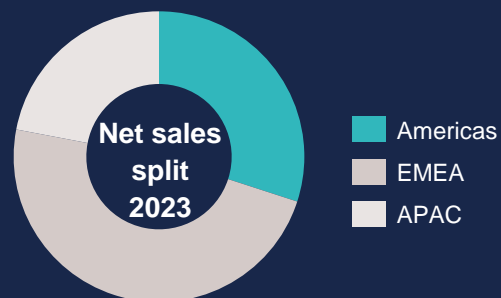
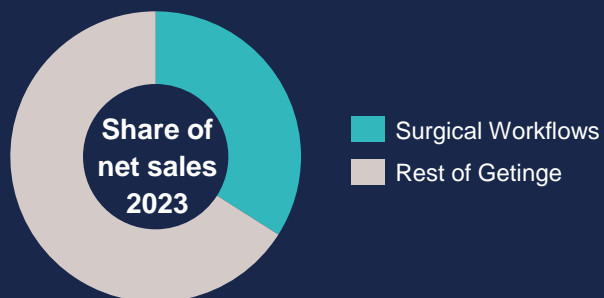
•4-6%

Key factors in projection

- Low single digit growth in core capital equipment and service segments
- Double digit growth expected in digital solutions and IC consumables from acquisitions and increased presence in new segments (low temp sterilization and endoscopy reprocessing)
- Growing exposure to the US market, headwinds expected in China

In addition: potential growth from acquisitions

- Opportunistic tuck-in acquisitions in Consumables & Digital



Financial target and dividend policy for 2024-2028

>12%

Adjusted EPS, CAGR

Base year: 2023. Assumptions: average organic net sales growth of 3-6% and adj. EBITA margin in line with the structurally motivated margin of ~16-19% by 2028.

30-50%

Dividend of Net Profit

Updated sustainability targets

Based on a double materiality analysis – relevant priorities integrated in the Corporate Strategy

Social

- Employee engagement: >70%
- Quality regulatory compliance, audit findings per inspection: <1.5 findings

Environment

- Reduce Scope 1 and 2 emissions by 90% by 2030*
- Reduce Scope 3 emissions by 25% by 2030, and by 90% by 2050*

Governance

- Percentage of employees who completed training in business ethics: >90%

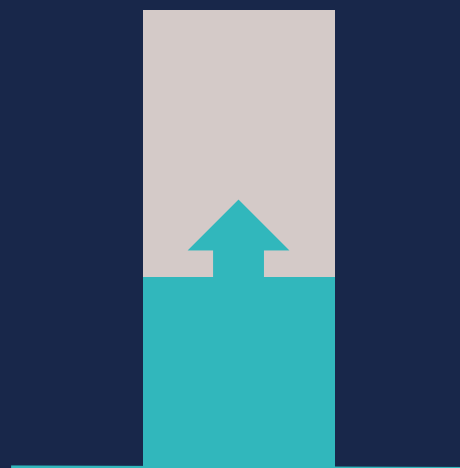
*Base year 2021

Productivity improvements ahead

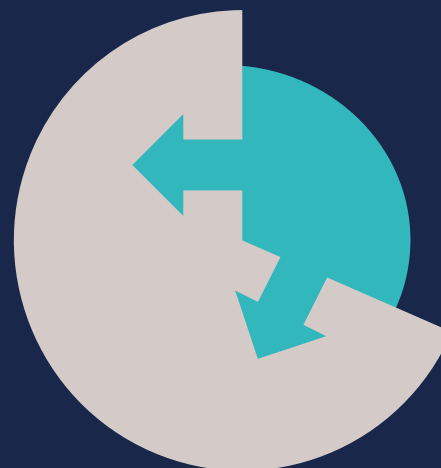
Continuous improvements within the structure – healthy support to margins



Portfolio pruning



Quality Value Engineering



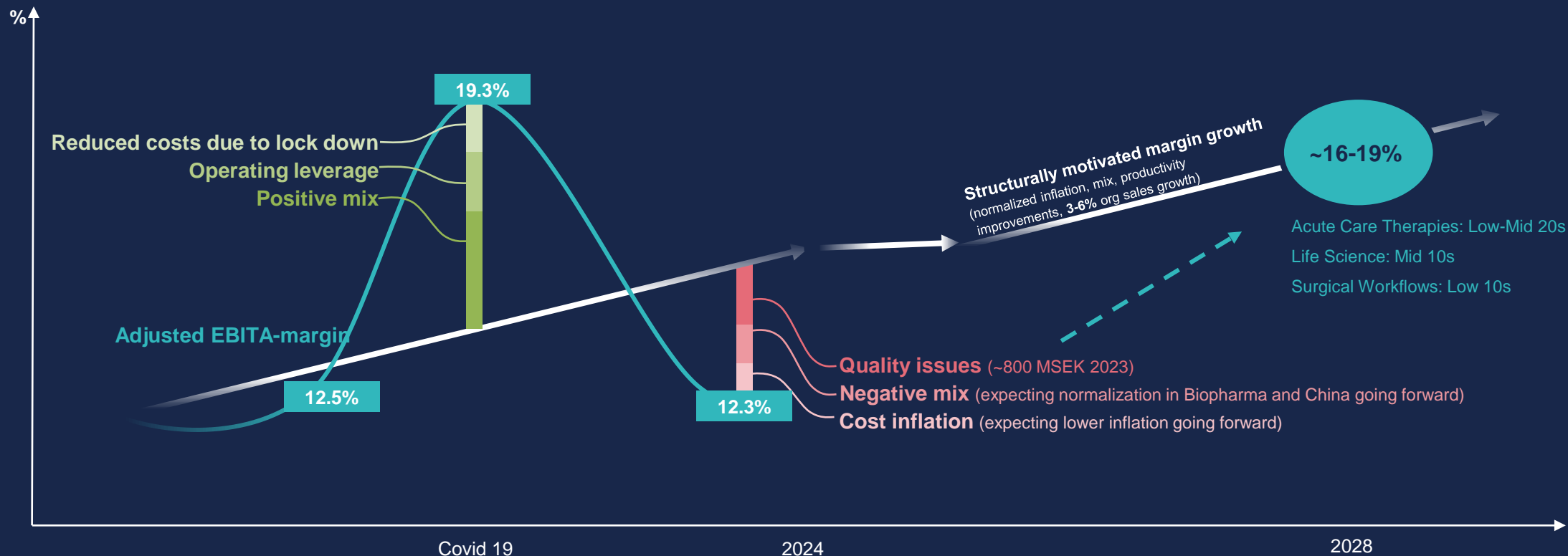
Consolidation of suppliers



Effective processes in purchasing, production, logistics, sales, quality and service

Potential structural cost adjustments paced with progress in Cardiopulmonary and Cardiac Assist

Getinge's structurally motivated EBITA margin 2024-2028



Extract – Latest Quarterly Report

Q4 2025

Organic sales growth and solid cash flow

Getinge Q4 2025

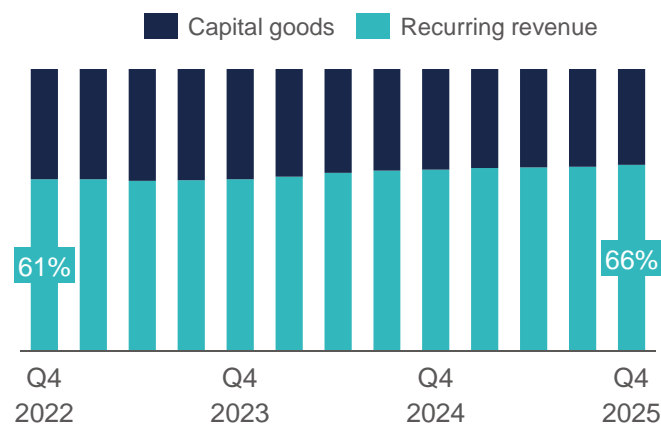
Mattias Perjos, CEO
Agneta Palmér, CFO

GETINGE 

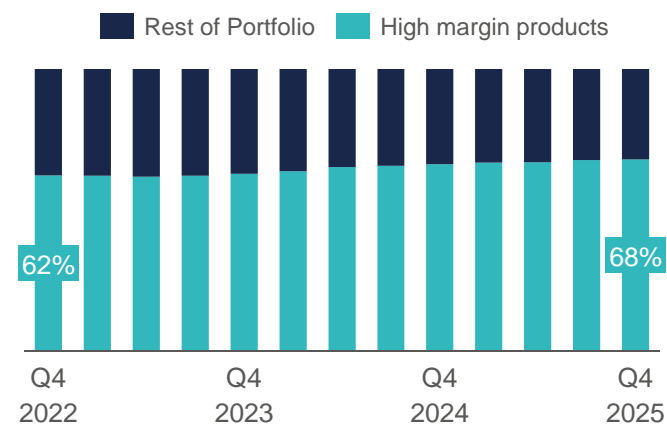
Key pillars for Getinge's profitable growth journey

Development for strategic KPIs

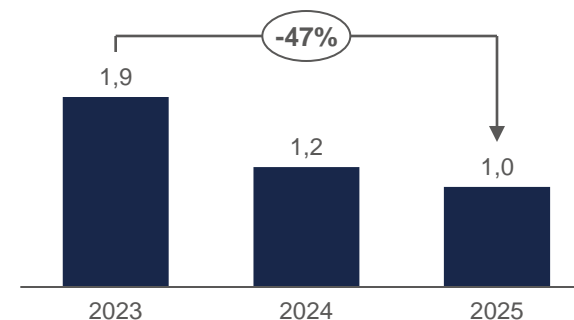
Increase share from recurring revenue



Increase sales share from high margin products¹



Less field actions per Bn SEK Net sales



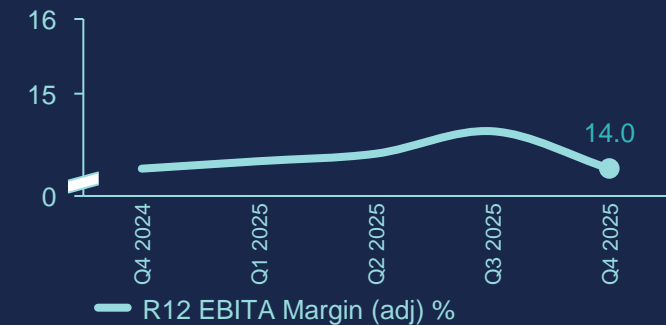
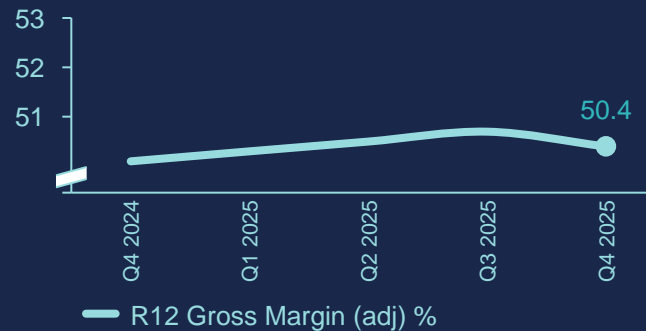
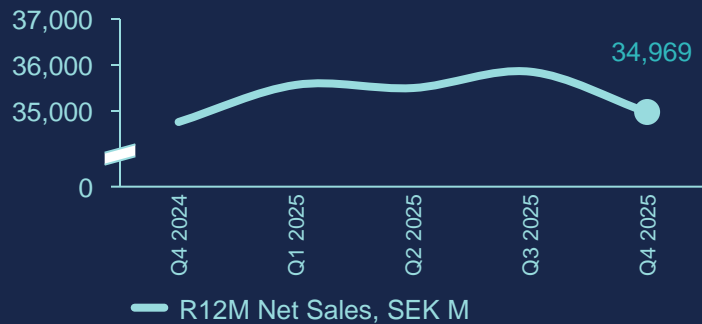
Improvements should be achieved through balanced leverage² and attractive long-term Return on Invested Capital³

Sales share in R12 figures. ¹) Defined as products with adjusted gross margin higher than its Business Area in 2024; ²) Net debt/adj. EBITDA < 2.5; ³) ROIC at least > Weighted Average Cost of Capital

Key takeaways

Q4 2025

- Net sales grew by 1.2% organically and order intake increased by 2.3% organically
- Margins in the quarter were heavily impacted by currency and tariffs – yet in line with 2024 for full year
- Solid cashflow and financial position
- Proposed dividend: 4.75 SEK/Share



Key activities and events

Q4 2025

Offering and Customers

- Backend loaded quarter – Great collaboration with customers resulting in record high quarter in organic sales
- Integration of Siemens open and flexible user interface in the new generation of Life Science washers and sterilizers
- Launch of the utility-efficient Aquadis 44 washer-disinfector and of Automatiq, the next generation of sterile reprocessing automation systems using smart robotics



Sustainability and Quality

- Premarket Approval (PMA) received for the iCast covered stent in two new versions
- CE certificate received under the EU MDR for the PLS set used in ECLS therapy
- PiCCO, our minimally invasive hemodynamic monitoring system, is now included in the ESICM's Guideline on Circulatory Shock
- Quality KPIs continue to trend positively



2025 – a year of consistent performance despite geopolitical friction

The main themes of the year



Geopolitical friction
and FX headwind



Progress in quality
remediation



Several product
launches



Strong underlying
performance

Tariffs and FX at peak level in Q4 diluting underlying margin by -2.5 pp

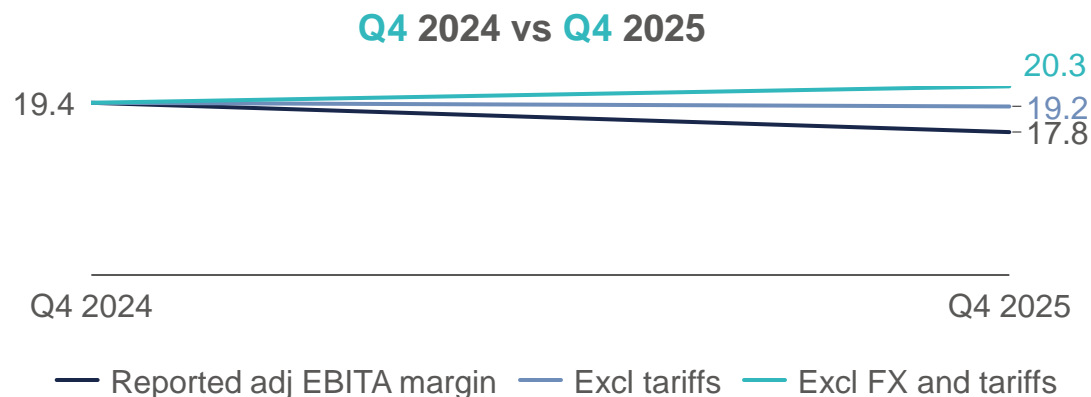
Impact on margin from tariffs and FX

Impact on adj EBITA in Q4 2025

-464*
MSEK

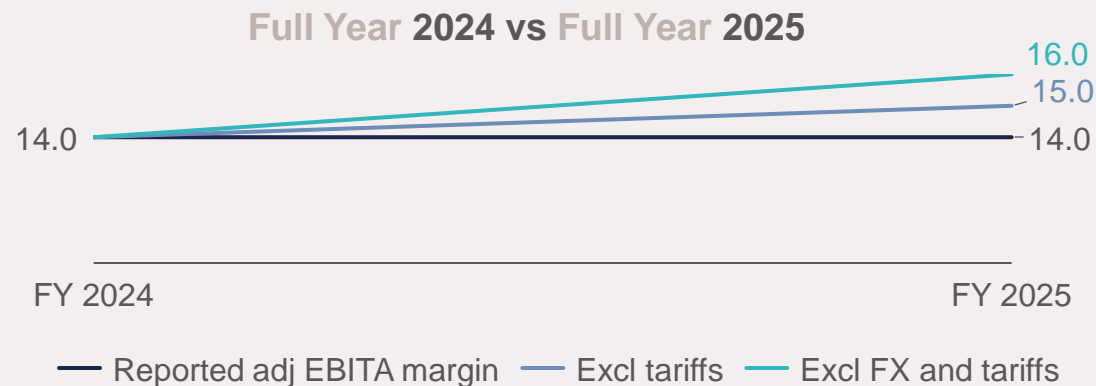


Illustrative view on adj EBITA margin excl tariffs and FX in



Impact on adj EBITA Full Year 2025

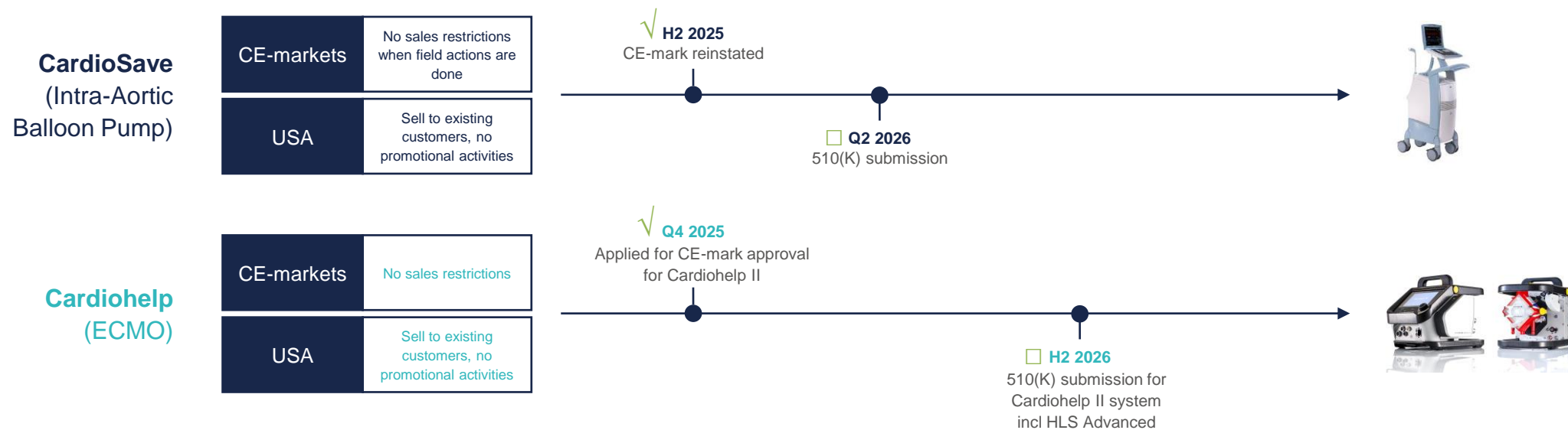
-1052*
MSEK



* Whereof impact from tariffs in Q4 2025 was -148 MSEK and -367 MSEK in Full Year 2025 (Q2-Q4)

Progress in regulatory uplift plan with major milestones coming up in 2026

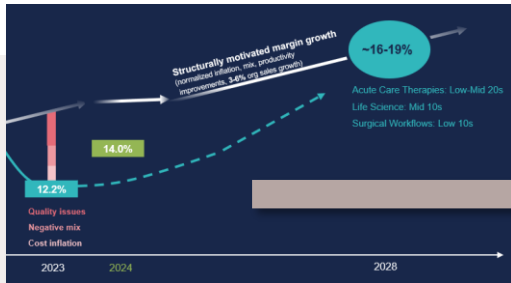
Regulatory product uplift plan in IABP and ECMO



Steady traction towards the financial target in 2028

Main profitability drivers

Capital Market Update in May 2024



Adj. EBITA Margin bridge 2023-2028



Main drivers for improved profitability 2026-2028

Growth	<ul style="list-style-type: none"> Key strategic product launches and regulatory approvals in 2026-2027 US pharma investments and recovery in Bio-Processing Continued success with price increases
Mix	<ul style="list-style-type: none"> Continued rotation to high margin products and consumables Strong R&D and innovation pipeline
Productivity	<ul style="list-style-type: none"> Reduction in extraordinary quality cost from H2 2026 Optimizations in supply chain leading to increased absorption Tight cost control and expansion of production excellence

2026 – Setting up for acceleration in 2027-2028

Expected main three themes of the year



Geopolitical friction
and FX headwind



Hitting critical milestones
in quality remediation



Solid underlying
performance

Outlook 2026

**Net sales for 2026 expected
to increase by 3-5% organically***

* Adjusted for the phase out of Surgical Perfusion, which is expected to have net sales in 2026 declining from about 250 MSEK to 50 MSEK



GETINGE

PASSION FOR LIFE